

Fig. 1

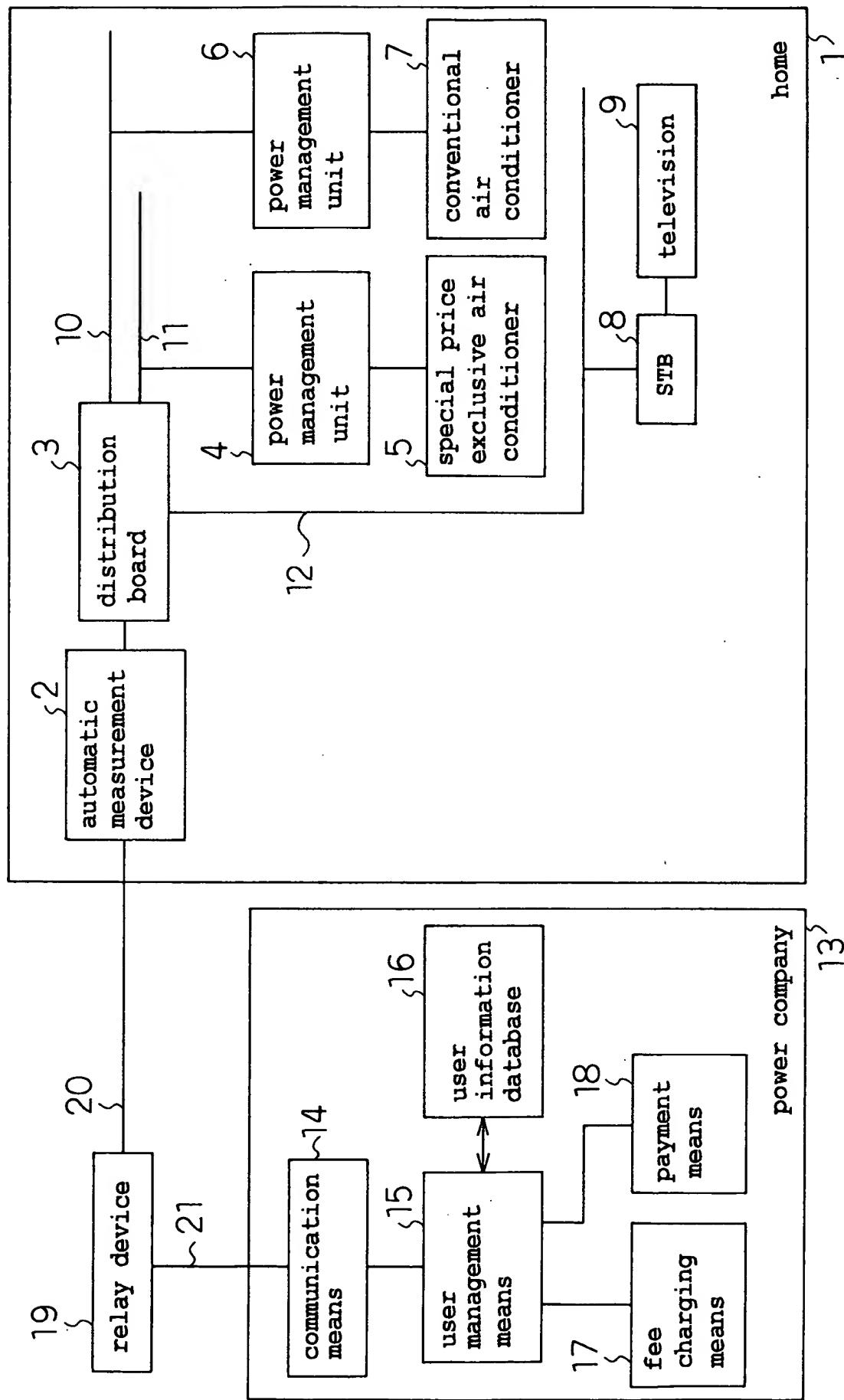


Fig. 2

| apparatus                                    | special price<br>exclusive air<br>conditioner | conventional<br>air conditioner |
|--|---|---------------------------------|
| sales price                                  | 40,000 yen                                    | 12,000 yen                      |
| amount of power<br>consumed per<br>unit hour | 300 W/h                                       | 700 W/h                         |
| power<br>utilization<br>fee                  | 13 yen per 100 W/h                            | 10 yen per 100 W/h              |

Fig. 3

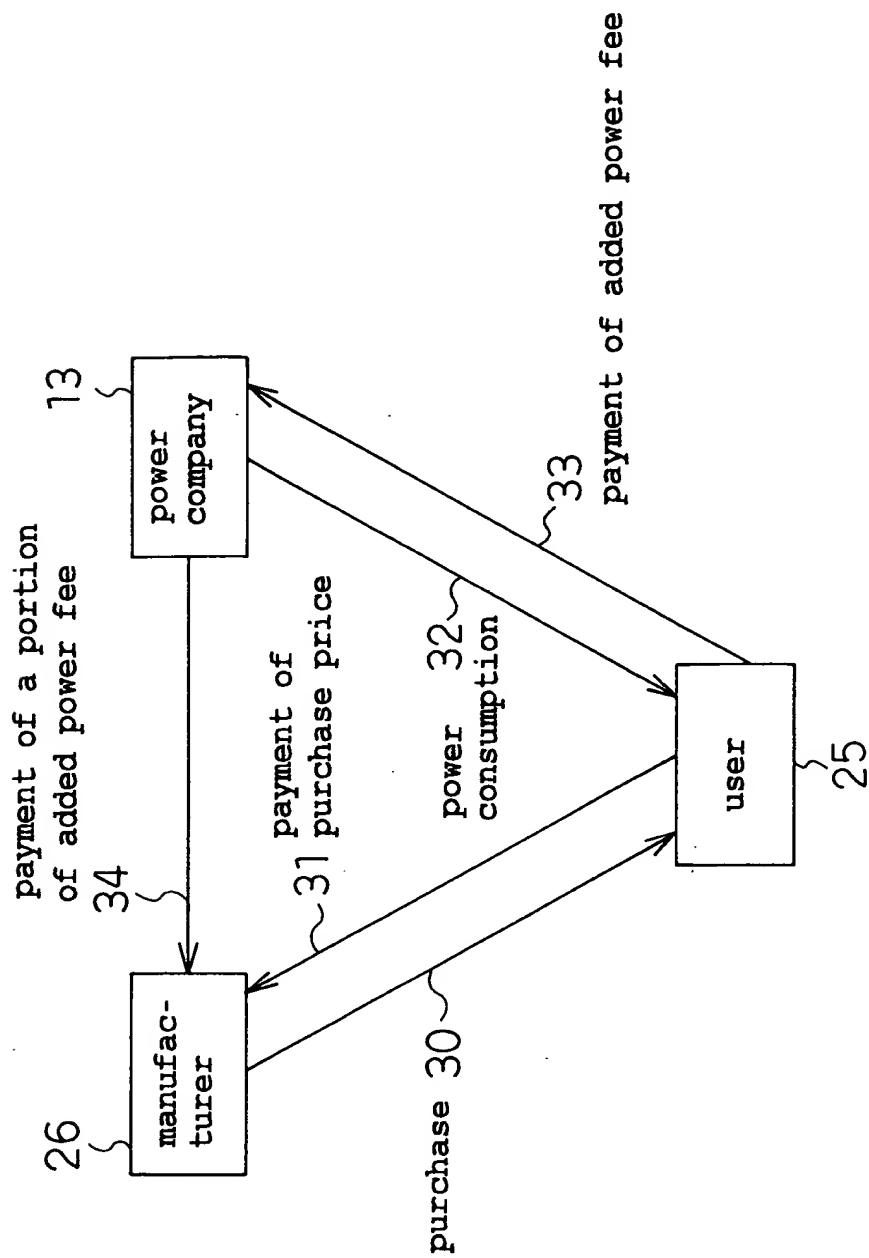


Fig. 4

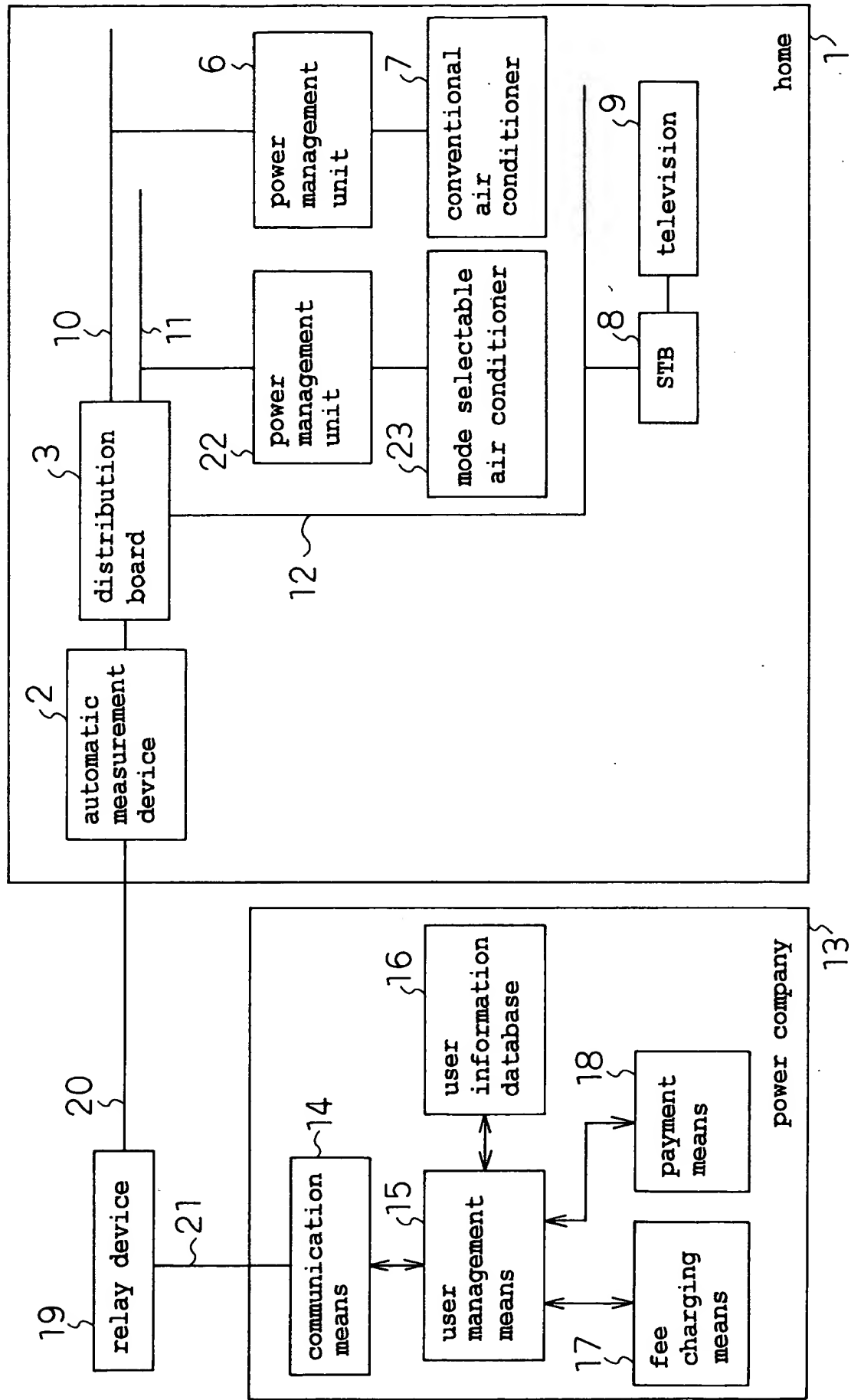


Fig. 5

| mode                                   | special price mode | conventional price mode |
|--|--------------------|-------------------------|
| sales price                            | 10,000 yen         | 7,000 yen               |
| amount of power consumed per unit hour | 900 W/h            | 900 W/h                 |
| power utilization fee                  | 12 yen per 10 W/h  | 10 yen per 10 W/h       |

Fig. 6

